

AREA SALES MANAGER SWEDEN



With a century of leading the industry in manufacturing and installation of high performance, seamless floor, wall, and lining systems, STONHARD, a subsidiary of RPM, understands the challenges in the industrial and commercial marketplace. We continue to meet customer needs by providing long-term, durable, safe solutions for facilities around the world. With continued growth, we currently have an immediate opportunity for an **AREA SALES MANAGER** in Greater Stockholm Area, Mälardalen, Sweden.

Why Work for Stonhard?

We passionately believe that our success is created because of the great team we work alongside, highlighting their motivation and knowledge daily as we solve customers' problems. Our team is comprised of people who are passionate about taking pride in the great work that they do every day. Where can you find Stonhard floors? Everywhere! From the floor that a food & beverage plant trusts daily to keep their employees safe from slip & falls due to spilled liquids or washdowns, to the durable floor in a hospital operating room that has anti-microbial additives to ensure that bacteria won't harbour in unwanted spaces, to the floor in a washroom at your next sporting event because it's seamless and easy to clean. Our Stonhard team is able to look at any facility and find safe, durable, aesthetic and sustainable systems for visitors and employees to enjoy for years to come.

What will you do?

A penchant for business development, working out of your own (home) office, you'll meet & engage customers in your region; assessing their needs, you will provide a truly consultative Stonhard proven solution.

Meeting multinational customers and prospects;

- Partnering with your manager you will strive to meet & exceed sales goals;
- Project management to ensure the successful delivery of product installation, and an optimum customer satisfaction;
- Will participate in technical and sales training.

What is required?

- Experience in B2B, end user sales; building materials, construction, commercial or industrial is preferred;
- Proven Success in B2B sales and Project management; interacting at all levels;
- An entrepreneur mentality;
- Goal and result driven;
- Strong capacity to learn a new industry;
- High degree of initiative, mature judgment, and self-motivation.

What's in it for YOU?

- Competitive pay and uncapped earning potential;
- World-class training and a commitment to ongoing career development.
- Flexibility to work from your home office when not in the field/meeting clients.

If you are interested, please send us a CV in English.

Benefits:

We recognize our team as our most valuable asset and offer competitive salary with benefits. For more detailed information about our company, please visit us at www.stonhard.com